

Old World Industries, Inc. (Old World)

Approver: LJE

Request:

1. Database at Store (20%) + 40% = 60% discount.
2. E-Bus.Ste discount of Store (20%) + 20% = 40%
3. Flat line support years 1-3, 5% support cap years 4-5
4. 2-Year price hold for products on order at deal discounts

Deal Summary	
Product Mix:	4%-Database Enterprise Edition 9i (10 named users) Enterprise Edition 9iAS (10 named users) 96% E-Business Suite / E-Business Suite Add-ons Professional (60 app users) Employee (25 app users)
License Discount	1. Database - Store (20%) + 40% = 60% (9iAS at Store) 2. E-Business Suite - Store (20%) + 20% = 40%
Support Discount	Same
Comp & Admin Discount	N/A
Phased Implementation for Comp & Admin?	N/A
Support Options/Holds	3-Year Flat Line, 5% Cap Years 4 - 5
Price Holds	2-Year Price Hold
List License	\$262,000
List Support	\$ 57,640
List Comp & Admin	N/A
Net License	\$156,400
Net Support	\$ 34,408
Net Comp & Admin	None
Net Price	\$190,808
Price List Used	April 11, 2002

Justification:

1. This is a price competitive deal against SAP. Old World would like to make a minimum purchase of our E-Bus.Ste licenses for "implementation / sandbox" purposes only. They will purchase additional licenses as the approach production, in approximately one-year. We are still \$40K higher than SAP who is trying to buy this initial transaction as a "foot in the door" with Old World.
2. Requesting a 60% discount on database because SAP is providing tech products "at no charge" as part of their offer.



3. Requesting a 40% discount on E-Bus.Ste licenses to be price competitive against SAP and to cover a possible je for finance charges.
4. Requesting a 2-year price hold to ensure Old World that we are in this for the long-term and that we want to continue to partner with them when they go-live and as they grow.
5. Old World is a strategic, high-volume account that manufactures and distributes brand name products such as Peak antifreeze and Split Fire sparkplugs. Their major customers include Wal-Mart, K-Mart, Pep Boys and AutoZone. Old World is a rapidly growing \$650M mid market company and they would be a great reference account for our North Central region.
6. Old World has agreed to sign this Tuesday (5/28) to meet our < \$300K cut off date if we can meet the terms and conditions requested above.

Recommendation:

Submitted By: Ted A. Stuart, ted.stuart@oracle.com, office: 312.704.4609

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP: